

AMENDMENTS TO THE CLAIMS

1. (Currently amended) A ~~computer-based~~ method for providing leads to a sales agent
~~distributing leads~~ from a lead database, the method comprising the steps of:
receiving a lead request from a sales agent;
providing a lead from the lead database to the sales agent in response to the lead request,
the sales agent for contacting the lead to determine interest in at least one of a
product and a service; and
receiving a lead selection from the sales agent, the lead selection indicating that the sales
agent elects to contact the lead.

2. (Canceled)
3. (Canceled)
4. (Canceled)
5. (Canceled)
6. (Canceled)
7. (Previously added) The method of claim 1 wherein the lead request includes a lead selection parameter.
8. (Previously added) The method of claim 1 wherein the lead includes at least one of contact information and product information.

9. (Previously added) The method of claim 1 wherein the sales agent comprises one of a reseller, salesperson, and service provider.
10. (Previously added) The method of claim 1 wherein the lead request comprises at least one of a service request and a product request.
11. (Previously added) The method of claim 1 further comprising:
sending a first confirmation message to the sales agent, and
sending a second confirmation message to the lead.
12. (Previously added) The method of claim 11 wherein the first and second confirmation messages are sent via a wide area network.
13. (Previously added) The method of claim 12 wherein said wide area network is an Internet.
14. (Previously added) The method of claim 1 further comprising:
sending a confirmation message to an administrator.
15. (Previously added) The method of claim 1 wherein the step of providing further comprises:
determining whether the lead request is authorized for the sales agent.
16. (Previously added) The method of claim 1 wherein the step of providing further comprises:
receiving, from the sales agent, a lead selection parameter;
searching the lead for the lead selection parameter to generate a search result; and

providing the search result to the sales agent.

17. (Previously added) The method of claim 16 wherein the lead selection parameter comprises one of geographical location and product.
18. (Previously added) The method of claim 1 further comprising:
removing the lead from the lead database to prevent the lead from being provided to a second sales agent.
19. (Previously added) The method of claim 1 further comprising:
moving the lead from an active set of the lead database to a selected set of the lead database for a predetermined time period, wherein leads in the selected set cannot be provided to a second sales agent.
20. (Previously added) The method of claim 19 further comprising:
replacing the lead into the active set of the lead database to make the lead available for a second lead request after the predetermined time period has expired.
21. (Previously added) The method of claim 20 wherein the second lead request is issued by a second sales agent.
22. (Previously added) The method of claim 1 further comprising:
receiving, from the sales agent, a message comprising a result for the lead; and
storing the result in the lead database.
23. (Previously added) The method of claim 22 further comprising:
parsing the message to identify the result.

24. (Previously added) The method of claim 22 further comprising:
sending at least one of a result confirmation to the sales agent and a result notification to
the lead.
25. (Currently amended) A method for requesting a lead by a sales agent, the method
comprising the steps of:
sending a lead request to a lead database;
receiving a lead from the lead database; and
sending a lead selection to the lead database, the lead selection indicating that the sales
agent has selected the lead, the sales agent for contacting the lead to determine
interest in at least one of a product and a service.
26. (Previously added) The method of claim 25 wherein the lead request comprises a service
request.
27. (Previously added) The method of claim 25 further comprising:
sending a lead selection parameter to the lead database for querying a subset of leads.
28. (Previously added) The method of claim 25 further comprising:
processing the selected lead to determine a result for the selected lead.
29. (Previously added) The method of claim 28 wherein the result comprises one of sale, no
interest, evaluation, and project.
30. (Previously added) The method of claim 28 wherein the step of processing the selected
lead further comprises:
identifying the result for the selected lead; and

sending the result to the lead database for storage of the result.

31. (Currently amended) A system for ~~distributing~~ providing leads from a lead database, the system comprising:

a lead unit configured to receive a lead request from a sales agent;

a lead control unit communicatively coupled to the lead unit and configured to provide a lead from the lead database to the sales agent in response to the lead request, the sales agent for contacting the lead to determine interest in at least one of a product and a service; and

an administrative unit communicatively coupled to the lead control unit and configured to receive a lead selection from the sales agent, the lead selection indicating that the sales agent elects to contact the lead.

32. (Previously added) The system of claim 31 wherein the administrative unit is further configured to receive, from the sales agent, a lead selection parameter, wherein the lead control unit is further configured to search the lead for the lead selection parameter to generate a search result and to provide the search result to the sales agent.

33. (Previously added) The system of claim 31 further comprising:

a reseller control unit communicatively coupled to the lead unit and configured to determine whether the lead request is authorized for the sales agent.

34. (Previously added) The system of claim 31 further comprising:

an administrative control unit communicatively coupled to the administrative unit and configured to send a first confirmation message to the sales agent and send a second confirmation message to the lead.

35. (Previously added) The system of claim 31 further comprising:

a timing unit configured to move the lead from an active set of the lead database to a selected set of the lead database for a predetermined time period.

36. (Previously added) The system of claim 35 wherein the timing unit is further configured to replace the lead into the active set of the lead database to make the lead available for a second lead request after the predetermined time period has expired.

37. (Previously added) The system of claim 31 further comprising:

a lead status unit configured to receive, from the sales agent, a message comprising a result for the lead and to store the result in the lead database.

38. (Previously added) The system of claim 37 wherein the result comprises one of sale, no interest, evaluation, and project.

39. (Currently amended) A computer readable medium comprising:

program instructions for receiving a lead request from a sales agent;

program instructions for providing a lead from the lead database to the sales agent in

response to the lead request, the sales agent for contacting the lead to determine

interest in at least one of a product and a service; and

program instructions for receiving a lead selection from the sales agent, the lead selection

indicating that the sales agent elects to contact the lead.

40. (Previously added) The computer readable medium of claim 39 further comprising:
program instructions for removing the lead from the lead database to prevent the lead
from being provided to a second sales agent.
41. (Previously added) The computer readable medium of claim 39 further comprising:
program instructions for moving the lead from an active set of the lead database to a
selected set of the lead database for a predetermined time period, wherein leads in
the selected set cannot be provided to a second sales agent.
42. (Previously added) The computer readable medium of claim 41 further comprising:
program instructions for replacing the lead into the active set of the lead database to make
the lead available for a second lead request after the predetermined time period
has expired.
43. (Previously added) The computer readable medium of claim 39 further comprising:
program instructions for receiving, from the sales agent, a message comprising a result
for the lead; and
program instructions for storing the result in the lead database.
44. (Previously added) The computer readable medium of claim 43 further comprising:
program instructions for sending at least one of a result confirmation to the sales agent
and a result notification to the lead.